



# **Lenovo Data Center Technical Sales Certification Exam Study Guide (DCP-305C)**

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## Job Role Description

The **Lenovo Certified Data Center Technical Sales Professional** works as a Lenovo internal or business partner technical seller. This individual can identify and describe features and technical aspects of Lenovo's server, storage and network products, and apply their knowledge to meet customer needs. They can apply their knowledge and experience to differentiate between products within the same family, and match basic, stated requirements with the correct product. They can position servers, storage and networking products by their intended workload and build basic configurations. This individual must also be familiar with Lenovo Systems Management (XClarity, XClarity Controller, CMM, and IMM).

## Exam Information

- Number of questions 52
- Time allowed in minutes 80
- Passing score 73%
- Languages English, Chinese, and Japanese

**Recommended pre-requisite skills.** This exam is intended for technical sellers with a minimum of one year experience selling Lenovo data center products.

This exam includes products announced as of September 26, 2017. Any product announcements or withdrawals made after that date are not reflected in this exam.

## Exam Objectives

<b>Section 1 - Product &amp; Portfolio Overview (35%)</b>
Identify/differentiate features and technical characteristics of the Lenovo server products (racks, towers, flex system blades, mission critical, high density)
Given a workload scenario, propose a server solution to meet customer requirements
Identify/differentiate features and technical characteristics of the Lenovo storage products (SDS, SAN, DAS and Tape)
Given a workload scenario, propose a storage solution to meet customer requirements
Identify/differentiate features and technical characteristics of the Lenovo network offerings (Ethernet rack switches)
Given a workload scenario, propose a network solution to meet customer requirements
<b>Section 2 - Systems Management (11%)</b>
Describe XClarity including how and when a customer would use it
Describe XClarity Controller including how and when a customer would use it
Describe IMM including how and when a customer would use it
Describe CMM including how and when a customer would use it
<b>Section 3 - Lenovo Value Proposition and Differentiators (13%)</b>
Explain the Lenovo value proposition for ThinkSystem
Explain the Lenovo value proposition for ThinkAgile
<b>Section 4 - Business conversations (27%)</b>
Identify common business and technical drivers that influence a customer to consider a storage solution

Identify Lenovo storage opportunities within a customer scenario by technical requirements
Identify common business and technical drivers that influence a customer to consider a server solution
Identify Lenovo server opportunities within a customer scenario by technical requirements
<b>Section 5 - Partnerships (10%)</b>
Describe and position the Microsoft partnership and the value it brings to our customers and partners
Describe and position the Red Hat partnership and the value it brings to our customers and partners
Describe and position the VMWare partnership and the value it brings to our customers and partners
Describe and position the SAP partnership and the value it brings to our customers and partners
<b>Section 6 - Services (4%)</b>
Describe and position the Simplified Services Portfolio to a customer

## Recommended Training and Study Aids

Recommended training and resources are intended to help you gain knowledge related to the exam objectives. Completing this training, while comprehensive, does not guarantee that you will pass the exam. Experience and application are key components of preparation.

Lenovo employees can find online training by referring to the *Data Center Technical Sales Certification Exam Prep Curriculum* on [Grow@Lenovo](#).

Business Partners can find online training on your region's learning system (LenovoPartner.com or Lenovo Partner Network). Follow the links for Training and e-learning. Then from the Catalog page, filter for the Curriculum/Certifications type to access the recommended training for the Data Center Technical Sales Certification Exam.

When reviewing reference materials focus on what will be tested as described in the test objectives. For example, if the objective refers to selecting the correct rack or tower server based on customer requirements then focus on features and positioning of rack and tower servers discussed in associated reference materials.

ONLINE CURRICULUM			
<input checked="" type="checkbox"/>	Title	Course Code	Resource Type
	Lenovo DCG Technical Sales Certification - Product Study Guide	DCPG001	PDF file
	Lenovo DCG Technical Sales Certification - System Management Study Guide	DCPG002	PDF file
	Think System Customer Presentation	DTSO003	80 minute online learning
	Think Agile Customer Presentation	DTAO002	29 minute online learning
	Think System & Think Agile Branding Message	DTSO006	6 minute online learning
	Features & Benefits - HV Rack and Tower	SXXW1224	20 minute online learning
	Features and Benefits ThinkSystem SR950	SXXW1226	18 minute online learning

	Features and Benefits ThinkSystem SN550 and SN850	SXXW1227	20 minute online learning
	Features and Benefits ThinkSystem SD530	SXXW1228	17 minute online learning
	V500 V700 Features and Benefits	SXSW2103	20 minute online learning
	SXSW2104 Features and Benefits DAS		20 minute online learning
	Features and Benefits: DX8200N Powered by NexentaStor	SXSW2155	20 minute online learning
	V3700 V2 Features and Benefits	SXSW2156	20 minute online learning
	Features and Benefits DX8200C Powered by Cloudian	SXSW2158	20 minute online learning
	Features and Benefits: Lenovo Storage DX8200D	SXSW2262	28 minute online learning
	Features and Benefits: ThinkSystem DS Storage	SXSW2263	20 minute online learning
	Positioning SDS Storage	DSTO002	20 minute online learning
	Positioning Tape PDF	DTP100	PDF file
	Lenovo DB620S Fibre Channel SAN Switch Overview	DSTO0018	22 minute online learning
	ThinkSystem 10Gb RackSwitch	SXNW1204	10 minute online learning
	ThinkSystem 25100Gb RackSwitch	SXNW1206	10 minute online learning
	Solution Brief: Lenovo ThinkAgile SX for Microsoft Azure Stack	DCPR001	PDF file
	Positioning Lenovo ThinkAgile SX for Microsoft Azure Stack	DSXMP01	30 minute online learning
	Reference Architecture: Red Hat OpenStack Platform	DCPR002	PDF file
	Data Center Modernization for VMware Virtualization Customers - Sales Guide	DCVMW08	PDF file
	Solution Brief: Lenovo ThinkSystem Solution for SAP HANA	DCPR003	PDF file
	New Lenovo Simplified Support Services	DSVC112	14 minute online learning

## Sample Questions

Sample questions provide a quick look at the type of questions presented on the certification exam.

1. A customer needs cost-effective 1U servers to run e-mail, file and print servicing workloads. They want these servers to be capable of running entry cloud, web servicing and virtualization workloads in small business and remote office environments.

Which system should you recommend?

- a. SR530
- b. SD530
- c. ST550
- d. SR650

2. Your customer needs a storage solution with 100% compatibility with S3 platforms for hybrid cloud environments.

Which solution meets the customer's need?

- a. V3700 V2
  - b. DS6200
  - c. DX8200C
  - d. DX8200D
3. Your customer wants to implement a virtualization solution that requires access to a centralized storage system that can deliver up to 375K read IOPS.

Which product should be recommended?

- a. DS4200
  - b. DS6200
  - c. D3284
  - d. V3700 V2
4. Which Top-of-Rack switch is ideal as a spine switch in a leaf-spine network topology?
- a. NE1032
  - b. NE1072T
  - c. NE2572
  - d. NE10032

#### Answers

1. A
2. C
3. B
4. D

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## Online Practice Exam

The online practice exam includes 48 questions of similar content and difficulty as questions on the certification exam. Passing the practice exam does not result in certification. However, taking the practice exam can help you determine whether or not you are ready to register for the certification exam, or help identify areas where additional study may be needed.

To schedule a practice exam go to [www.pearsonvue.com/lenovo](http://www.pearsonvue.com/lenovo). Login to your account, select an exam, and enter your payment method. Practice exams are unproctored and can be taken immediately after scheduling.

Take your first practice exam free! Lenovo is currently waiving the USD 30 test fee for your first practice exam. When scheduling your exam enter coupon code FREE-DCP305P on the payment screen. This coupon is valid for one attempt only. Any subsequent attempts are subject to the USD 30 test fee.

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## Register for the Certification Exam

Register for your certification exam at [www.pearsonvue.com/lenovo](http://www.pearsonvue.com/lenovo). Lenovo certification exams only require a web browser and internet connection. Login to your account, select an exam, and enter your payment method. Exams are unproctored and can be taken immediately after scheduling.

**LENOVO EMPLOYEE:** You must include your Lenovo email address and employee number when creating an account so that certifications earned can be added to your Grow@Lenovo transcript.

**LENOVO BUSINESS PARTNER:** You must use your business email address as your primary address. Not using your business email address can negatively impact your company's partner status.

If you pass your exam and meet all requirements for a credential, you will receive an e-mail from Lenovo within 72 business hours with instructions to access your certificate, logo and digital badge through the Lenovo certification tracking system called CertMetrics.

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## Exam Delivery Period

The exam delivery period is 1 day from registration. After 1 day, the exam delivery period expires and you will not receive a refund and will not be able to take the exam. You will need to register and pay again to take the exam.

## Cancellation Policy

You may cancel this exam as long as the exam has not been started, and the delivery period has not expired (1 day from registration).

## Retake Policy

**Certification exams.** There is no waiting period to retake an exam a second time. However, if you do not pass on your second attempt there is a 30-day waiting period before attempting the exam a third and each subsequent time. The full published fee must be paid for all retake exams. Retaking a passed certification exam is prohibited.

**Practice exams.** There is no waiting period to retake a practice exam. There is no discount for retake exams; the full published fee applies.

## Recertification Policy

Certifications awarded for passing the DCP-305C exam will expire after two years. To re-certify, you must pass the most current version of the certification exam. Visit the Lenovo certification tracking system, [CertMetrics](#), to check the status of your certification(s).

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## Contact Us

Contact the Lenovo Certification Program team at [LenovoCerts@lenovo.com](mailto:LenovoCerts@lenovo.com) with questions or feedback.